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Getting to Yes - Wikipedia -

Mon, 16 Jul 2018 15:23:00 GMT - Getting to Yes: Negotiating Agreement Without Giving In [1] Roger Fisher, William Ury, and Bruce Patton Roger Fisher, William Ury, and Bruce Patton present a four-step method for interest-

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Tue, 17 Jul 2018 15:36:00 GMT - Techniques that can help you seal a deal may end up torpedoing the relationship when itâ€™s time to put the deal into operation.

Getting Past Yes: Negotiating as if Implementation Mattered -

Tue, 17 Jul 2018 01:53:00 GMT - In this article, I draw on my work on cross-cultural management to identify five rules of thumb for negotiating with someone whose cultural style of communication differs from yours.

Getting to Si, Ja, Oui, Hai, and Da - hbr.org -

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Negotiation - Wikipedia -

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- I purchased the Campus Visit and Interview Intervention webinars and both certainly prepared me to provide concise, sophisticated answers. My campus visit went so well and it was the preparation, as you well know, that set me up for success.